

APPENDIX C PRICING INDEX
DIR-TSO-3402
GIANT GRAY, INC.

Software Description	DIR Discount % off MSRP
AI Sight for Video Analytics - AI Sight is behavioral-recognition software that uses artificial-intelligence-based technology to recognize and alert on anomalous behavior within any camera's field of view. AI Sight's real-time video alerts give security personnel direct visibility into abnormal activity so they can proactively respond to potential threats. AI Sight continuously adapts and evolves, automatically adjusting to environmental changes without having to manually create rules like trip wires or zones of interest. This self-learning approach to analytics not only produces manageable and relevant alerts, but also makes it possible for AI Sight to detect truly unexpected and unpredictable events, which are often the most dangerous. See Pricing Below	
AI Sight for Video Analytics - Part# 001BRSENT	25.00%
AI Sight for SCADA (Power and Water Utilities) - AI Sight for SCADA uses behavioral recognition technology that leverages the power of artificial intelligence to learn normal behavior patterns across thousands of sensors. When abnormal behavior is detected, AI Sight issues actionable alerts that provide operators with a "tap on the shoulder" that enables a proactive response to imminent events. This self-learning, behavioral recognition technology delivers real-time insight and data intelligence without requiring pre-defined rules, custom programming, or data modeling expertise. See Pricing Below	
BASE LICENSE FOR SCADA- Part # BRSSCENTBASE- SCADA base technology price (in addition to per tag/sensor pricing) Includes 1000 tag connections and first year of software maintenance and support. Base License is required for each location*	25.00%
Per Tag count For 1,001-9,999 Tags	25.00%
Per Tag count For 10,000-49,999 Tags	25.00%
Per Tag count For 50,000-99,999 Tags	25.00%
Per Tag count For 100,000 Tags and up	25.00%
Software as a Service (SaaS) Description	DIR Discount % off MSRP
Not Applicable.	
Related Services Description	DIR Discount % off MSRP
AI Sight Annual Service Maintenance Agreement for Video: BRS Software Maintenance Agreement covers all upgrades and patch releases during the Term Agreement Period as defined in the Software Maintenance Agreement.	25.00%
AI Sight Annual Service Maintenance Agreement for SCADA: BRS Software Maintenance Agreement covers all upgrades and patch releases during the Term Agreement Period as defined in the Software Maintenance Agreement. See below for Pricing	
SMA for SCADA Base Technology License	25.00%
SMA for 1001-9,999 Tags- SMA Price is per tag	25.00%
SMA for 10,000-49,999 Tags-SMA Price is per tag	25.00%
SMA for 50,000-99,999 Tags- SMA Price is per tag	25.00%
SMA for 100,000 Tags and up- SMA Price is per tag	25.00%
Related Services Description	DIR Discount % off MSRP
Site Survey Technical Services: Technical Service to provide proper camera Field-of-View placements. Price is per hour and not inclusive of travel and lodging expenses	25.00%
Installation Technical Services: Provide AI Sight Installation and Support. Price is per hour and not inclusive of any travel and lodging expenses	25.00%
AI Sight Annual Service Maintenance Agreement for Video: BRS Software Maintenance Agreement covers all upgrades and patch releases during the Term Agreement Period as defined in the Software Maintenance Agreement.	25.00%
AI Sight Annual Service Maintenance Agreement for SCADA: BRS Software Maintenance Agreement covers all upgrades and patch releases during the Term Agreement Period as defined in the Software Maintenance Agreement. See below for Pricing	
SMA for SCADA Base Technology License	25.00%
SMA for 1001-9,999 Tags- SMA Price is per tag	25.00%
SMA for 10,000-49,999 Tags-SMA Price is per tag	25.00%

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SMA for 50,000-99,999 Tags- SMA Price is per tag	25.00%
SMA for 100,000 Tags and up- SMA Price is per tag	25.00%
Optional Description	DIR Discount % off MSRP
Product Level 1 User Certification Training: Length: 1 day Prerequisites: None Objectives: <ul style="list-style-type: none"> • Define and use pertinent terms associated with both AISight and technology • Confidently navigate and utilize both the Desktop Applications and the System Manager user interfaces and guides • Answer and solve simple FAQ and problems, i.e. , Why am I not receiving any alerts? How do I access archived alerts? How do I start/stop feeds? • Accurately and effectively explain AISight software and interfaces to others, in turn becoming "sales people" • Develop a positive working-relationship with BRS Labs • The student will obtain the skill sets required to become a skilled operator, with System Manager and Operator Console. 	25.00%
Product Level 2 Administration Certification Training: Length: 1 day Prerequisites: successful completion of Tier 1 training Objectives: <ul style="list-style-type: none"> • Understand and use basic AISight administration capabilities • Discuss and explain the necessary integration components • Evaluate and anticipate how certain components (CPU, memory, camera resolutions) affect hardware capacity planning • Restate the purpose and function of Alert Directives and determine when they can be best utilized • Identify and categorize camera views based on their efficacy (good, bad and the ugly) • Gain a deeper understanding and be able to give an in-depth explanation of AISight architecture and file system. • Introduction to Linux operating system with practical exercises in Linux. 	25.00%
Product Level 3 Technical Support Certification Training: Prerequisites: successful completion of Tier 2 training and Red Hat Certified System Administrator (RHCA) or equivalent. Objectives: <ul style="list-style-type: none"> • Demonstrate the proper steps for successful installation and configuration of an AISight system, followed by an upgrade to the system. • Evaluate and adjust system performance and tuning diagnostics • Analyze and draw conclusions from advanced reporting • Assess potential system errors and use trouble shooting strategies to find a solution • Evaluate camera placement and lessons learned in the field from installations. 	25.00%